



EXPORT FORUM
February 7, 2013 from 8:30am-11:30am
Beaverton City Library
12375 SW Fifth Street, Beaverton OR 97005



Agenda

7:45 – 8:30 – Registration, networking and breakfast

8:30 – 8:32 – Welcome remarks – Mayor Denny Doyle

8:32 – 8:35 – Introduction of panel – Don Mazziotti, Community & Economic Development Director

- **8:35 – 9:05 Evaluating International Markets** – Allan Christian, US Commercial Services
Choose the right markets to match your products or services and learn the benefits each market has in store for you. You will learn about: adjusting for different cultures; product positioning, timing and pricing for foreign markets.
- **9:05 – 9:55 Identifying New Sources of Capital** – Jim Lucchesi, Ex-Im Bank / Jeff Deiss, SBA Int'l Trade
There are a wide variety of funding sources you might never have ever heard of including: Short Term Credit Insurance, Long Term Loans, Pre-Export financing, Export finance assistance, Onshoring programs and more.
- **9:55 – 10:25 Creating New Sales Opportunities** – Alexa Hamilton, Business Oregon
How would you like to have a room full of pre-qualified companies eager to buy your products or services? Would you like to attend a key trade show with minimal expense? Our panel will show you how to take advantage of these programs and more.
- **10:25 – 10:35 Break**
- **10:35 – 11:05 Managing the Customs and Tracking Process** – Jonathan Berndt, Expeditors Int'l
In order to be an effective exporter, you have to know what kind of documents will be required and how your goods will be tracked from start to finish. Learn about the most up to date tools to get through the process, making it easier to do business internationally.
- **11:05 – 11:15 Small Business Development Center introduction** – David Kohl
SBDC will describe their services and how they can help you create a dynamic and fluid export plan.
- **11:15 – 11:30 Q & A and one-on-ones** (for company specific meetings)

***For more information about the City of Beaverton or the City of Hillsboro
Economic Development programs contact:***

Beaverton Economic Development Division: www.BeavertonOregon.gov/Econdev or call 503-526-2456
email: EconomicDev@BeavertonOregon.gov

Or

Hillsboro: Contact Sarah Garrison, 503-681-5206 - Sarah.Garrison@hillsboro-oregon.gov